

Message Text

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ACTION COME-00

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E.O. 11652: N/A

TAGS: BEXP, BMEP, ELTN, NI

SUBJ: MAJOR PROJECT: RAILWAY DEVELOPMENT

REF: STATE 275660

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1. WHILE HE WAS HERE, MCCABE OF SWINDELL-DRESSLER DISCUSSED RAIL CAR PROCUREMENT WITH NIGERIAN RAILWAY CORPORATION ON PULLMAN'S BEHALF, AND OBTAINED ALL NECESSARY INFORMATION INCLUDING COPIES OF DETAILED SPECIFICATIONS. INFO BELOW IS FOR BENEFIT OF ANY OTHER RAILCAR MANUFACTURERS WHO MAY WANT TO BID.

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ACCORDING TO NRC OFFICIAL CHARGED WITH DRAWING UP SPECIFICATIONS (TIMOTHY I. AWOSIKA, CHIEF MECHANICAL ENGINEER), THEY HAVE BEEN WRITTEN WITH EXPRESSED INTENTION OF EMBRACING BOTH AAR AND UIC STANDARDS, AS WELL AS JNR (JAPANESE NATIONAL RAILWAY). SPECIFICATIONS ARE DRAWN VERY CLOSELY, SO THAT RAILCARS WOULD HAVE TO BE CUSTOM-BUILT TO CERTAIN EXTENT; BUT AWOSIKA, WHO SEEMS INITIMATELY FAMILIAR WITH U.S. DESIGN PRACTICES, ASSERTS THAT U.S. MANUFACTURERS--AS WELL AS EUROPEAN AND JAPANESE--COULD MAKE NECESSARY ADJUSTMENTS WITHOUT TOO MUCH DIFFICULTY.

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3. AWOSIKA ALSO PROVIDED FURTHER DETAILS ON PROCUREMENT

REQUIREMENTS FOR NARROW-GUAGE RAILCARS (AS REPORTED PREVIOUSLY, STANDARD-GUAGE PROCUREMENT IS YEARS AWAY). BIDS WILL BE INVITED IN LATE FEBRUARY, MARCH, OR APRIL FOR 100 PASSENGER COACHES AND 600 WAGONS (IN ADDITION TO 30 MAINLINE DIESEL LOCOMOTIVES AND 30 DIESEL SHUNTERS REPORTED PREVIOUSLY). 600 WAGONS BROKEN DOWN AS FOLLOWS: 150 20-TON BOGIE COVERED WOODEN WAGONS (HG TYPE); 340 25-TON BOGIE COVERED WOODEN WAGONS (KG TYPE); 70 BOGIE CATTLE WAGONS (CYG TYPE); 20 BOGIE BRAKE VANS (BVG TYPE WITH TIMMIS BOGIES); 10 25-TON DOUBLE DECKER BOGIE PIG WAGONS (CP TYPE);

4 60-TON BOGIE WELL WAGONS (WLG TYPE); 6 50-TON LONG BASE FLAT WAGONS (LBF TYPE). EMBOFF WAS ABLE TO OBTAIN COPY OF WAGON SPECIFICATIONS (MINUS DRAWINGS) AND WILL POUCH TO COMMERCE/MEPD ASAP.

4. AWOSIKA SEEMED QUITE ANXIOUS TO ATTRACT BIDS FROM U.S. MANUFACTURERS. HE STATED BELIEF THAT U.S. RAILCARS PROBABLY LOWER-PRICED THAN COMPETITION AS RESULT OF DOLLAR DEVALUATIONS (CITING EXAMPLE OF 140 PASSENGER COACHES RECENTLY PROCURED FROM JAPAN, AT REPORTED FIGURE OF \$25 MILLION). HE URGED MOST EMPHATICALLY THAT COMPANIES INTERESTED IN BIDDING SHOULD SEND REPRESENTATIVE TO DISCUSS DETAILED SPECIFICATIONS WITH HIM.

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HE ALSO STRESSED NEED FOR APPOINT OF LOCAL AGENT AND HINTED, BLANDLY, THAT HE COULD SUGGEST A FEW WHEN THE TIME CAME.

5. RE PULLMAN AND SWINDELL-DRESSLER, WE HAVE RECEIVED CABLE FROM MCCABE INFORMING US THEY SENDING A LETTER TO GENERAL GOWON OUTLINING INTERESTS IN NIGERIA, AND STATING THAT PULLMAN BECAME FAMILIAR WITH POTENTIAL PROJECTS THROUGH EFFORTS OF U.S. AMBASSADOR. MCCABE ASKS WHETHER THIS MEETS WITH OUR APPROVAL. REQUEST MEPD TELEPHONE HIM (412-562-7183) AND TELL HIM THAT WE HAVE NO OBJECTION. AS YOU KNOW THEIR INTERESTS INCLUDE IRON AND STEEL, CERAMICS, ETC., IN ADDITION TO RAILWAYS.

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